

Idaho Real Estate Education Council  
**Regular Council Meeting**  
February 20, 2008  
**Minutes**

Pursuant to notice given, a **Regular** meeting of the Idaho Real Estate Education Council (Council) was initiated at the Commission office, 633 North Fourth Street, Boise, Idaho.

**Members Present:**

Beckie Kukal, Chair, Jerome  
Gail Heist, Vice Chair, Boise  
Donna Capurso, Member, Bonners Ferry  
Maris Cukurs, Member, Idaho Falls  
Jeanne Jackson-Heim, Executive Director  
Andy Enrico, Commission Representative, Boise

**Members Absent:**

**Others Present:**

Chuck Byers  
Mark Lebowitz  
Don Crowell

**Staff Present:**

Jesama Rosensweig, Administrative Assistant  
Mandy Frary, Education Director  
Tammy Anderson, Administrative Assistant

**Call to Order:** Chair Kukal called the February 20, 2008 meeting of the Idaho Real Estate Commission Education Council to order at 8:30 a.m.

**Agenda:** Ms. Kukal asked if there were any additions or changes to the Agenda.

A motion was made by Gail Heist to approve the meeting agenda. Motion carried.

**Minutes:**

A motion was made by Ms. Jackson-Heim to approve the January 16, 2008 meeting minutes as amended. Motion carried.

**Council Matters:** Donna Capurso suggested the Instructor Audit Form on the FTP site be placed back on website. Jeanne will e-mail the Council members the correct form that can be filled in on the computer.

**Review Council Goals:** Dates need to be corrected/changed to reflect new target dates for goals. The new dates will be reflected in next month's goals.

A motion was made by Donna Capurso to revise council goals as amended. Motion carried.

Report on distance education requirements for Utah & Montana: Montana does require ARELLO certification, but Utah does not require ARELLO certification for online distance education courses. Rather, they do online evaluation in-house.

Phil Mannlein offered to edit Finance exam, and two different versions were submitted for approval. Maris Curkus suggested that the revised Finance exams be sent out to all certified finance instructors for review.

On February 7, 2008 Mandy attended the new Interactive Module on Agency that is part of Module 1. This course was taught by Mike Gamblin. Council recommended trial implementation of minor changes with updated information sent to all members and additional evaluation and update in the future.

Discussed color of Law book. Council likes red for the 2008 law book cover. Make date on law book bigger and bolder on cover.

**Status of BCOO/Brokerage Management revisions:** Jeanne and Mandy met with BSU Project Manager and discussed overall project providing material & envision of the workshop.

**Status of Prelicense Module 1 & Module 2:** Stated that revision is in progress, still tentatively looking to launch July 1. Mike Gamblin is doing a pilot on the Module 1 & Module 2 courses.

**Core 2008 Topics Update:** Currently a Loan Fraud training DVD is being developed in conjunction with the Department of Finance & industry groups which will be included in CORE 2008.

Hot Topics: Doug Marfice.

Case Law: TJ Angstman & Erin Wynne.

Legislative Update: Not sure who will be presenting this year. Possible presenter from ACAR/IMLS Miguel Legaretta.

**IDW 2008 Update:** The rooms are all arranged and the location is the Doubletree Riverside in Boise. The first day of IDW is Train the Trainer led by BSU. The group will be divided into two groups based on length of teaching experience. On the second day, CORE class will be in the morning and Pearson VUE will present on the licensing exam development process in the afternoon. CORE will likely be 3 hrs again this year, and credit will only be given for CORE. Registration form is being sent out next week. It was suggested that IREC prepare a handout for the instructors & providers regarding reminders on provider duties.

**RFP Draft:** Pearson Vue contract up March 2009. IREC will ask for 2 options on the broker exam bid, 1 regular exam & 1 situational type exam. The final version of the RFP will be presented at the March meeting.

**Approved Topics for CE:** Approved topics are too general in the topics. IAR Education Commission was asked to review topics for suggestions. ARELLO is more specific. There was discussion on next steps to make desired changes. Move rule 402(02) to the beginning of the RULE. Ms. Jackson-Heim suggested to reconvene with IAR for future discussion.

**Reports:** The following reports were reviewed and placed on file in the Commission office.

- List of Approved Certifications
- License Exam Statistics Report
- Compiled Evaluations
- Certification Index Reports
- Analysis of the License Base
- Budget Report
- Civil Penalty Fine Report
- Education Fund Report

**Executive Session:** In accordance with section 67-2345 (1) (d), Idaho Code, a motion was made by Ms. Jackson-Heim to adjourn to executive session to consider records that are exempt from disclosure as provided in Section 9-340C(9), Idaho Code, and which records relate to the following subjects: Education Special Considerations, Course Applications and Instructor Special Considerations. Motion carried.

**Executive Session:** In accordance with section 67-2345 (1) (d), Idaho Code, a motion was made by Donna Capurso to adjourn out of executive session, submitted pursuant to Section 9-340C (9), Idaho Code. Motion carried.

**Education Fund Award:**

08-041: A motion was made by Ms. Jackson-Heim to recommend approval of Education Fund Award 08-041. –in the amount requested of \$10,000. Motion carried.

08-042: A motion was made by Ms. Jackson-Heim to recommend approval of Education Fund Award 08-042. –in the amount requested of \$17,000. Motion carried.

08-043: A motion was made by Ms. Jackson-Heim to recommend denial of Education Fund Award 08-043. Motion carried.

**Special Considerations:**

08-040: A motion was made by Ms. Jackson-Heim to deny Special Consideration 08-040. Motion carried.

08-044: A motion was made by Ms. Jackson-Heim to partially approve Special Consideration 08-044. –to give 4 CE hrs. and an extension of 60 days to obtain the remaining CE hrs. for her 2/29/2008 renewal. Motion carried.

A motion was made by Ms. Jackson-Heim to approve the following course applications with the following conditions:

Ethics Seminar

Professional Standards Seminar

Determining Investment Value-A Discounted Cash Flow Approach

RESPA Realities

Commercial Real Estate 101

Cash Flow Analysis

Power of Analysis

Power of Strategy

Power of Exchange

How to Build Wealth with Real Estate

The Power of Title

The Power of Escrow

The Power of Lending

Commercial Real Estate: Listing Properties

Commercial Real Estate: Understanding Investments

New Agent Training

Listings! How to Procure, Service & Close

Pricing Strategies for the 21<sup>st</sup> Century

Home Equity to Achieve Financial Freedom & Tax Strategies

The Code of Ethics: Your Promise of Professionalism

Negotiations: The Games People Play  
Made in America  
Even Odder: More Oddball Appraisals  
Mortgage Fraud: Protect Yourself  
Construction Details and Trends  
Appraising for the Secondary Market  
Appraising Historic Homes  
2-4 Family Finesse  
Appraising FHA Today  
Fair Housing  
The Evaluation of Finance & The Mortgage Market  
Income Capitalization  
Environmental Pollution: Mold & Air Quality  
Cost Approach  
Realtor Financing Guide  
Getting the Listing Sold in A Buyer's Market  
Certified Negotiation Expert (CNE) Designation Course  
Energy Star Northwest  
Mortgage Fraud: A Dangerous Business  
Opportunity Knocks! Fair Housing in Real Estate  
Environmental Issues  
FHA & VA Appraisal Basics  
Real Estate Agent Tax Topics  
Increasing Sales with Energy Star  
Real Estate Negotiations  
Listings and Options  
Real Estate Auctions: A REALTOR® Guide  
Fair Housing Law and Practice  
Tax Strategies  
Mortgage Law –*must be Idaho specific.*

Ms. Jackson-Heim moved to continue review of the following course and to request the applicant revise & resubmit as follows:

Listings! How to Procure, Service, & Close—delete the prospecting portions and the council will reconsider w/revised content. Applicant may use the same fee if resubmitted within 60 days.

A motion was made by Ms. Jackson-Heim to deny the following course applications with the following reasons:

Winning the Real Estate Game—the course does not fit within IREC's approved topics. (Marketing procedures are not specifically related to actual real estate knowledge.)

Millionaire Real Estate Agent Lead Generation—renewal—the course does not fit within IREC's approved topics. (Marketing procedures are not specifically related to actual real estate knowledge.)

Title Commitments & The Eagle Policy—The course promotes a specified product.

Giraffe Juice: Increasing Sales with Effective Listening—the course is not related to real estate.

Leadership Dimensions—renewal—The course is not related to real estate.

Maximum Achievement & 21<sup>st</sup> Century Selling—renewal—The course does not fit within our approved topics. (Marketing procedures are not specifically related to actual real estate knowledge.)

Mandy will follow up with the applicant on these courses below (all submitted by same applicant) to see if these were sent to IREC in error.

2006 National USPAP Update Equivalent—the course is too appraisal specific and is not real estate related.

The Dirty Dozen— the course is too appraisal specific and is not real estate related.

Disclosures & Disclaimers— the course is too appraisal specific and does not fit within the approved topics and is not real estate related.

The Art of Residential Appraisal Review— the course is too appraisal specific and is not real estate related.

Appraisal Trends— the course is too appraisal specific and is not real estate related.

Private Appraisal Assignments What to Do-What Not to Do— the course is too appraisal specific and is not real estate related.

Appraiser Liability—the course does not fit within the approved topics and is too appraisal specific. Not real estate related.

Relocation Appraisal is Different—the course is too appraisal specific and is not real estate related.

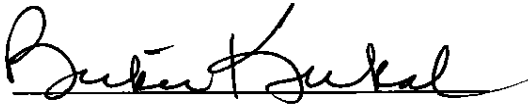
Technology for Today's Appraiser— the course is too appraisal specific and is not related to real estate.

A motion was made by Ms. Jackson-Heim to adjourn the meeting at 1:30. Motion carried.

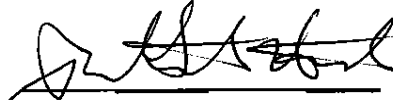
Respectfully submitted,

Jesama Rosensweig  
Education Assistant

**Minutes of the Idaho Real Estate Education Council meeting held in Boise,  
Idaho, on February 20, 2008 are hereby approved.**



Beckie Kukal, Chair



Gail Heist, Vice Chair



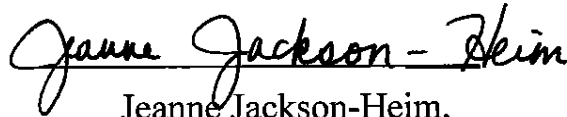
Maris Cukurs, Member



Donna Capurso, Member



Andy Enrico,  
Commission Representative



Jeanne Jackson-Heim,  
Executive Director

The next regularly scheduled meeting is set for March 12, 2008.

Advise the Commission of any individuals with disabilities needing accommodation  
at least three business days prior to any meeting.